From:	Michael Balcorta
To:	Eligio Lara; Felix Diaz
Cc:	Daniel Cohen
Subject:	FW: Santa Maria x Flock - Ubicquia
Date:	Wednesday, August 9, 2023 4:45:40 PM
Attachments:	UbiHub.png UbiHub Examples.png Community Wide Solution.pdf Community Safety ALPR Overview.pdf Commercial Offering Flyer.pdf

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I reached out to flock about their community flyers and here is what they sent.

Thank you,

Michael Balcorta, Police Business Systems Analyst
Santa Maria Police Department
1111 W. Betteravia Rd
Office: 805-928-3781 x1366
Cell: 805-314-8221

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Wednesday, August 9, 2023 4:14 PM
To: Laura Manley <laura.manley@flocksafety.com>; Michael Balcorta <mbalcorta@cityofsantamaria.org>; Daniel Cohen <dcohen@cityofsantamaria.org>; Sara Stanzler <sara.stanzler@flocksafety.com>; AJ Wilson <aj.wilson@flocksafety.com>
Subject: Re: Santa Maria x Flock - Ubicquia

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Michael,

It was a pleasure speaking with you just now. Here is the link to the document that we just spoke about. It includes the following:

- Community Wide Solution Flyer
- Flock for Commercial Business
- Flock for Community Safety
- Additional information on Condor PTZ
- Additional information on FlockOS

I've also included these as attachments to the body of this email.

Condor Overview.pdf

FlockOS Overview.pdf

Additionally, I am going to loop @Laura Manley from the Community Safety team back in. She will be able to get you connected with someone that works with Communities on the Central Coast. I'm also going to loop @Sara Stanzler back in and she will be able to reach out to any local businesses. Additionally, if there are schools that you think could benefit from Flock ALPR or Live View Cameras - @AJ Wilson is your go-to.

If there is anything else you need from my end please let me know. You can always reach me via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton

On Thu, Jun 29, 2023 at 4:53 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> ---------- Forwarded message ---------
> From: **Anton Benbalit** <anton.benbalit@flocksafety.com>

Date: Thu, Jun 29, 2023 at 12:19 PM
Subject: Fwd: Santa Maria x Flock - Ubicquia
To: <fdiaz@cityofsantamaria.org>, Kyle Brown <kyle.brown@flocksafety.com>

Here you go sir. @Kyle Browns' contact information is in the body of the email.

---------- Forwarded message ---------
From: **Anton Benbalit** <anton.benbalit@flocksafety.com>
Date: Thu, Jun 29, 2023 at 9:07 AM
Subject: Santa Maria x Flock - Ubicquia
To: Daniel Cohen <dcohen@cityofsantamaria.org>, Sara Stanzler <sara.stanzler@flocksafety.com>, Kyle Brown <kyle.brown@flocksafety.com>
Cc: Shane Armstrong <sarmstrong@cityofsantamaria.org>, Stephen Best <sbest@cityofsantamaria.org>

Commander Cohen,

Thank you and the team for your time on the call today. I'm sending over some additional information regarding the Flock/Ubicquia partnership that I had mentioned.

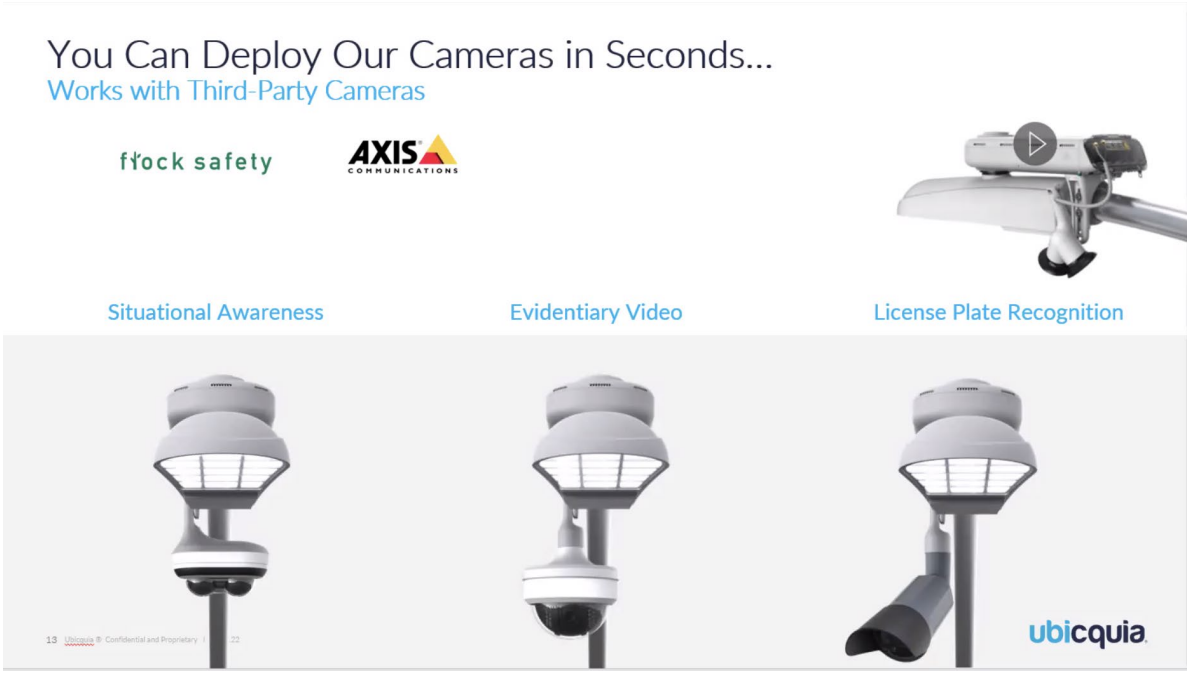
ubihub | Smart City WiFi and Edge AI Platform

Public Safety
- Image and video retrieval; situational awareness
- Live video streaming
- PoE 3rd party camera LPR solution
- Stationary vehicle detection (potential solution)
- Near miss detection (potential solution)
- Crowd counting (potential solution)
- Noise detection (potential solution)

Traffic & Mobility
- Vehicle count/direction, speed, classification – improvements coming
- Bicycle count, direction, speed – improvements coming
- Stationary vehicle detection (potential solution)
- Queue length (potential solution)

Curb Management
- Pedestrian count, direction, speed – improvements coming
- Background image, e.g., garbage detection (potential solution)
- Crowd counting (potential solution)
- Public right-of-way obstruction detection (potential solution)
- Illegal dumping (potential solution)

ubicquia



Essentially, Ubicquia plugs into your existing street light infrastructure, then through POE attaches a camera further down the pole where we are able to run our Vehicle Fingerprint Technology to turn that camera into an ALPR.

Here is some additional information:

- Community Wide Solution
- Additional information on Condor, FlockOS & the Community & Commercial team flyers.
    - @Sara Stanzler is your go to for outreach to any local businesses.
    - @Kyle Brown is your go to for outreach to any local communities.

Please let me know if you have any additional questions that come up. I'll get them answered for you ASAP. You can always reach me via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton
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photo

Antouan Benbalit
Territory Sales Manager

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